

Message Text

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ORIGIN SS-15

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DRAFTED BY: S/S-O: HCOLE

APPROVED BY: S/S-O MTANNER

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FM SECSTATE WASHDC

TO USCINCEUR IMMEDIATE

S E C R E T STATE 271634

EXDIS MILITARY ADDRESSEES HANDLE AS SPECAT EXCLUSIVE

FOLLOWING MESSAGE SENT ACTION SECSTATE WASHDC FROM AMEMB TEHRAN
11201 DTG 171320Z NOV 75

QTE

S E C R E T TEHRAN 11201

EXDIS

DEPT PLEASE PASS SECDEF AND USCINCEUR

E.O. 11652: GDS

TAGS: MASS, IR

SUBJ: BELL HELICOPTER CO-PRODUCTION AGREEMENT SIGNED

1. ON NOVEMBER 17, PURSUANT TO SHAH'S DIRECTION, GENERAL MASUMI, DEPUTY MINISTER OF WAR FOR ARMAMENTS, SIGNED AGREEMENT WITH BELL HELICOPTER FOR ESTABLISHMENT OF IRANIAN HELICOPTER INDUSTRY AND PRODUCTION OF BELL'S 214A HELICOPTER. UNDER TERMS OF AGREEMENT, WHICH HAVE BEEN REPORTED BY DEFREP, 400 HELICOPTERS WILL BE MANUFACTURED THROUGH 1984. AGREEMENT WILL APPROACH \$1 BILLION IN PAYMENTS TO BELL AND EMPLOY AT PEAK, 1,000 BELL PERSONNEL IN IRAN.

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2. AGREEMENT WAS ACHIEVED OWING IN PART TO EXTRA-

ORDINARY EFFORTS OF U.S. DEFREP. ON NOVEMBER 8, GENERAL TOUFANIAN TELEPHONED AMBASSADOR TO SAY THAT DISCUSSIONS WITH BELL HAD REACHED IMPASSE WITH BELL FAILING TO RESPOND TO IRANIAN COUNTER PROPOSALS. TOUFANIAN SAID THAT SHAH HAD INSTRUCTED HIM TO EXPLORE ALTERNATIVE AGREEMENTS WITH FRENCH AND BRITISH FIRMS IF AFTER 48 HOURS SUBSTANTIAL PROGRESS HAD NOT BEEN MADE WITH BELL. AMBASSADOR ASKED DEFREP TO SERVE AS "HONEST BROKER" BETWEEN PARTIES TO SEE IF DISTANCE BETWEEN NEGOTIATING POSITIONS COULD NOT BE NARROWED WITHOUT APPLYING PRESSURE TO EITHER SIDE. ACCORDING TO BELL AND TEXTRON REPRESENTATIVES, DEFREP WAS INSTRUMENTAL IN REMOVING COMMUNICATIONS BARRIERS BETWEEN THE TWO SIDES. COMPANY REPS ALSO HAD HIGH PRAISE FOR ABILITY AND COOPERATIVE ATTITUDE OF GENERAL MASUMI. ON NOVEMBER 13, AGREEMENT WAS OUTLINED FOR SHAH WHO GAVE HIS APPROVAL. IT IS ANTICIPATED THAT IRANIAN PROJECT OFFICER WILL BE APPOINTED AND WORK WILL START ON SITE SELECTION WITHIN VERY NEAR FUTURE.
HEL SMS UNQTE INGERSOLL

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Message Attributes

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